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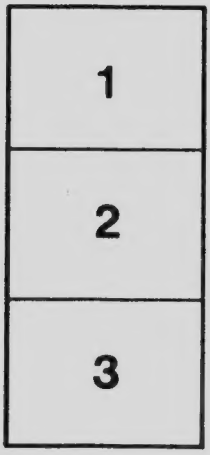

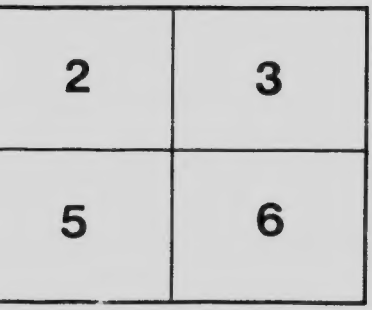

We have been helping you for 40 Years

1871 1911

Canadian Manufacturers' Association

(Incorporated)

A
605
16

: Canadian :
Manufacturers
: Association :

Incorporated

WHAT IT IS
WHAT IT DOES
WHAT IT COSTS

Expert
Knowledge

Direct
Service

Tangible
Results

A
HD9734
.C2C28

THE ASSOCIATION'S OFFICERS, 1910-1911

President

W. H. ROWLEY,
E. B. Eddy Co., Limited, - - Hull, P.Q.

Vice-President

NATHANIEL CURRY,
Canadian Car & Foundry Co. Limited, Montreal, P.Q.

Provincial Vice-Presidents

W. B. TINDALL,
Parry Sound Lumber Co., Limited, Toronto, Ont.

J. S. N. DOUGALL,
Dougall Varnish Co., Limited, - Montreal, P.Q.

B. T. ROGERS,
B. C. Sugar Refining Co., Limited, Vancouver, B.C.

J. P. EDWARDS,
Londonderry Iron & Mining Co., Limited,
Londonderry, N.S.

T. R. DEACON,
Manitoba Bridge & Iron Works, Limited,
Winnipeg, Man.

HON. F. L. HASZARD,
Charlottetown Condensed Milk Co., Limited,
Charlottetown, P.E.I.

W. H. CLARK,
W. H. Clark & Co., Limited, - Edmonton, Alta.

Treasurer

GEO. BOOTH,
Booth-Coulter Copper & Brass Co., Limited,
Toronto, Ont.

G. M. MURRAY, - General Secretary
H. D. SCULLY, - Assistant Secretary
J. E. WALSH, - Mgr. Transportation Dept.
E. P. HEATON, - Manager Insurance Dept.
B. L. ANDERSON, - Asst. Mgr. Insurance Dept.
R. W. BREADNER, - Manager Tariff Dept.
F. W. WEGENAST, - Legal Secretary
F. P. MEGAN, - Editor "Industrial Canada"
D. B. GILLIES, - Advertg. Mgr. "Industrial Canada"
H. T. MELDRUM, - Montreal Secretary

347439

Canadian Manufacturers Association

DESCRIPTIVE

The Association is maintained and directed by 2,700 of the leading manufacturers of Canada to look after their interests, individual and collective, in the field of transportation—freight and express matters tariff, fire insurance, legislation, export trade and general commercial information. On each of these subjects it brings to bear expert knowledge. The Association belongs to the members who have the privilege of using this expert knowedge in their individual difficulties. No enquiry is too trifling to be answered. In addition, members share in the general benefits derived from the work that is done in the various departments in matters that affect the whole manufacturing industry. In brief, the Association binds the manufacturers of Canada together to preserve their common rights, advance their interests, and to build up the Dominion. It is as broad as our country.

Membership in the Association is open to individuals, firms and corporations who have five or more employees actively engaged in manufacturing in the Dominon of Canada, and of whose business manufacturing is the principal part. Each member shall nominate one individual identified with the business as representative in the Association.

RETROSPECTIVE

Founded in 1871 the Association was for many years provincial rather than national in its scope and work. It was re-organized in 1899 on broader lines and at once marked advances were made in numbers, influence and the advantages accruing to members. Montreal manufacturers joined with those in Toronto and very soon the Association extended from Coast to Coast. It was incorporated by an Act of the Dominion Parliament in 1902. It is estimated that the Association comprises by number 75 per cent of the industrial establishments employing over 5 hands, while it represents 90 per cent of the aggregate capital and employees engaged in manufacturing operations in Canada. To-day it is probably the most throughly representative organization in the Dominion.

GROWTH IN MEMBERSHIP

1899	132
1902	1,080
1905	1,839
1908	2,185
1911	2,700

TRANSPORTATION DEPARMENT

The transportation problem looms large in every industrial enterprise. It is surrounded with intricate regulations and tariffs which only a trained railway man can interpret. Often you do not know how you are affected by the alteration of a schedule until it is too late to protest. The adjustment of a simple claim for damages is fraught with uncertainty because of the complexity of the terms and classifications. The railway official on the other hand is dealing with something he knows intimately. Single-handed you cannot fight a case before the Railway Commission except at great expense for lawyers' fees, etc. The Association offers you expert knowledge and assistance in all your difficulties with the railways, the steamship lines, the express and telegraph companies. The Manager of the Deparment has had twenty-five years experience in railway work.

Write the Association the next time you are threatened with any change in rates, or have a long outstanding claim unsettled, or a siding dispute, or want any assistance in any of the thousand and one difficulties that you are bound to meet sooner or later. No charge is made for these services. Your membership fees cover them.

Canadian Manufacturers Association

TESTIMONIALS

The followings letters indicate what the members think of the

TRANSPORTATION DEPARTMENT.

These are only a few examples out of many :—

Canadian General Electric Co. Limited,
Toronto, Canada,
J. E. Walsh, Esq., Toronto, Sept. 1910.
Manager Transportation Department,
Canadian Manufacturers Association, Toronto.

Dear Mr. Walsh :—

I am in receipt of your favor of the 9th.

My own opinion is that the major part of our success is due to your efforts, and I myself am very thankful to you and feel that the other members of the Association should agree with me. I, therefore, tender you congratulations on your success and thanks for your efforts on our behalf.

Very sincerely yours,
(Sgd.) GEO. W. WATTS, Manager of Works.

Fashion-Craft Mfrs., Limited,
566 St. Lawrence Boulevard,
J. E. Walsh, Esq., Montreal, October 13, 1910.
Mgr. Transportation Department,
Canadian Manufacturers Association, Toronto.

Dear Sir :

We have the pleasure to advise you that we have received from the . . . . . Railway payment in full of our claim for goods lost while in transit.

We desire to thank you most sincerely for the trouble you have taken in connection with this matter and we realize better than ever the real value of such an Association as yours in protecting the interests of manufacturers in general.

Yours very truly,
(Sgd.) Fashion-Craft Mfrs., Limited.

Battle Creek Toasted Corn Flake Co., Limited,
London, February 14, 1911.
J. E. Walsh, Esq.,
Mgr. Transportation Department,
Canadian Manufacturers Association, Toronto.

Dear Mr. Walsh :—

We have carefully read over the argument before the Board of Railway Commissioners at Ottawa in our request for a reduction in minimum weights, and wish to compliment you upon the able and effective manner in which the case was presented. I do not think you could have made better use of the matter supplied. It looks as if we should win out, and hope soon to be able to learn that we have done so.

Again thanking you, we are,
Yours truly,
(Sgd.) Battle Creek Toasted Corn Flake Co. Limited,
ROBERT WALLACE, Manager.

Decision since given in favor of company in this case.

FIRE INSURANCE DEPARTMENT

Fire insurance is another intricate subject in which all manufacturers meet with difficulties. Here again the Association places at the disposal of its members expert knowledge and advice in the fight for better rates and fairer conditions. Risks are inspected and rated and if the insurer desires his entire insurance is arranged by the Association's experts with a minimum of expense and trouble. Remarkable savings have been effected by members who have entrusted their insurance to the Association's advisers. The advice given is absolutely disinterested and aims at getting your insurance down to rockbottom.

To facilitate this, a strong mutual company has been developed. While officered and maintained by members of the Association, the company has no financial relationship with it. Its aim is to furnish insurance at cost. That it is succeeding is shown by the $,6,000,000 worth of insurance carried representing 400 firms. Look into its proposition before you place your insurance again.

In arranging for the installation of automatic sprinklers the Department is in a position to serve you and save you money.

In addition it watches insurance legislation all through Canada and leaves no stone unturned to protect the members' interests.

HOW THE INSURANCE DEPARTMENT WORKS

The following letters show what the members think of the Insurance Department. Many others could be cited:

Dodge Manufacturing Company, Limited,
Manufacturers of
Power Transmission Machinery,
Toronto, Feb. 21, 1911

Insurance Department,
Canadian Manufacturers Association, Toronto.

Dear Sirs:

We have much pleasure in advising you that the sprinkler equipment complete including dry system in foundry and machine shops, and wet system in wood shops, also underground concrete reservoir with capacity of one hundred thousand gallons, also one thousand gallons underwriters pump, have all been installed throughout our plant and to our entire satisfaction.

Your engineering department seems to have taken hold of this contract in a thoroughly practical manner, and seen to it that the contractors carried out the installation in strict accordance with the plans of the underwriters, and it is a fact that the system in its entirety was started up without a hitch in any way. Everything stood the tests and everything has been pronounced by the underwriters' inspectors as 100 per cent. O.K. We feel that your Department has rendered us very valuable assistance and are satisfied that it has been decidedly to our best interests to have placed this work in charge of your department.

Wishing you every success and thanking Mr. Anderson for his many valuable pointers, we are,

Yours very truly,
(Sgd.) Dodge Manufacturing Co., Limited,
C. F. WHEATON, Manager

The Barrie Tanning Co.,
Barrie, Ont., Nov. 17, 1910

Mr. B. L. Anderson,
Insurance Department, C.M.A., Toronto.

Dear Mr. Anderson:

I am exceedingly obliged to you for your letter of yesterday, which is entirely satisfactory and which fully serves my purpose. It is indeed good of you to take the tronble to go into such detail, but I have always felt that one of the attractive things of having our insurance placed through you is that detailed information of any kind is given so thoroughly and with such courtesy.

I am taking the liberty of encroaching further on your kindness by enclosing a letter as to Marine insurance which explains itself, and which I shall be obliged if you will hand to any Company in the city which you can recommend.

With kind regards, I am,
Yours sincerely,
(Sgd.) R. DUNBAR,
Treasurer Barrie Tanning Co.

TARIFF DEPARTMENT

Three years ago the Association further added to its facilities for direct service to the member by establishing a tariff department. It was fortunate in securing for this work a member of the Civil Service, whose twenty years' experience in the Customs Department at Ottawa gave him a knowledge of the Canadian tariff equalled by few. All enquiries regarding the tariff are answered fully and correctly. Members who have tariff difficulties of any kind refer them to the tariff expert and are assured that they will be capably handled. This service is absolutely unique in Canada, but its effectiveness has been demonstrated on many occasions. Tariff statistics and tariff information for all the civilized countries of the world are also available for members who require it.

Application for refunds of duty incorrectly paid, the proper classification of goods imported for manufacturing purposes, complaints respecting undervaluation of goods imported, in fact any difficulties in connection with the tariff will be taken up by the Manager of the Department on request from members. This department will show you results in dollars and cents. Keep in touch with it.

APPRECIATION

The following quotations from letters received from members indicate the value of the services rendered by the Tariff Department: -

An ex-President of the Association writes:

"Please accept my thanks for your trouble in this matter, and my appreciation of the very efficient way in which you have investigated and settled the matter about which I wrote you."

A large paint firm writes:

"It is needless to say that this result has been brought about largely through your good offices, and we therefore extend you our best thanks for the trouble you have taken, and our congratulations for bringing this matter to a successful issue."

A cotton manufacturing company:

"I am this morning in receipt of yours of the 15th inst., which I need not say gives me very great satisfaction, and I am sure it is a feeling that will prevail throughout all those who are using the machinery referred to. I read with interest the clause decided on, and it appears to cover all that is necessary in connection with the manufacturing of the goods, including not only weaving but also knitting, which I think is fair and reasonable. I desire to convey my best thanks for your kindly efforts in this matter."

A Toronto firm, re rating obtained on silk frillings:

"This is one of the nnmerous instances which should prove to the manufacturers the value to us of the Tariff Department as at present managed."

A paint manufacturer, re rate on putty oil:

"Will you kindly accept our thanks for your successful efforts and also for the promptness with which you obtained it."

A sewing machine concern:

"We beg to thank you for the interest you have taken in this matter and the satisfactory conclusion which has been reached."

A Toronto firm:

"Permit us to extend to your Association our appreciation for the efforts spent in our behalf by the Manager of your Tariff Department, Mr. R. W. Breadner. We now realize to the fullest extent the value of your Association.

"We know that where matters pertaining to tariff are concerned, that the business could not be placed before the Customs officials by our ourselves in as clear a light as was done for us by your representative."

WHAT THE MEMBERS SAY

These are only a few striking testimonials to the value of the Association's general work. What we have done for them we can do for you.

Frederick Stearns & Co.
Manufacturing Pharmacists,
Toronto

Dictated by I. H. Taylor,
Canadian Manufacturers' Association,
Toronto

Dear Sirs:

The work you have been doing in Connection with the Insurance Bill is only another evidence of the efficient service which the Association gives to its members.

We merely write at this time to express this and to say that we feel the amount we contribute each year is inadequate to the service we receive. We will accordingly increase our contribution on the occasion of the next levy simply as a matter of duty.

We do not know that we have ever had any connection with any institution which has impressed us so strongly as the Canadian Manufacturers Association.

Yours very truly,
(Sgd.) Frederick Stearns & Co.,
I. H. TAYLOR, Manager.

The Taylor-Forbes Company, Limited,
Mfrs. of Radiators and Boilers,
Guelph, August 27, 1910.

G. M. Murray, Esq.,
Sec. Canadian Manufacturers Association,
Toronto

Dear Sir:—

Your circular letter of August 25th to hand in regard to the proposition of increasing the Membership Fees. We personally concur in this proposition and if you made it double we believe it would be the best spent money that our Company could pay out.

During the present season we have received more information from the Railway and Customs Departments of the Association than we could possibly have secured elsewhere and would have have had to pay twenty times the money for it. A good thing is worth paying for. Our recommendation is for the members to stick together and pay for the gopd things which they are getting as they do in other lines of business.

Regretting that I have not been able to attend the meetings personally for some time owing to causes over which I have no control, and wishing you every success.

Yours truly,
(Sgd.) JOHN M. TAYLOR,
President,
Taylor-Forbes Company, Limited.

WHAT THE MEMBERS SAY

D. S. Perrin & Company, Limited,
Manufacturers of Biscuits and Confectionary,
London, August 31st, 1910.

C. M. Murray, Esq.,
Secretary Canadian Mfrs. Association,
Toronto.

Dear Sir:

Answering your enquiry of the 25th inst. addressed to our Mr. Allen, we are in entire accord with the suggested advance in membership fees. In our judgment the benefits received by members from the Association are altogether out of proportion to the merely nominal cost of membership.

Yours truly,
(Sgd.) D. S. Perrin & Company, Limited,
per H. P. ALLEN.

The Standard Paint Company of Canada, Limited,
Montreal, March 2, 1911.

The Executive,
The Canadian Manufacturers Association,
Toronto, Ont.

Dear Sirs:

We are moved to address you in connection with the experience we have had in dealing recently as members of your organization with various business matters, more particularly of transportation, Customs Tariff and Railway Freight Rates.

The work of your various departments has been of such a gratifying character and so prompt, practical and effective that we cannot withold proper expression of our satisfaction and pleasure.

The writer may say without exaggeration that in his thirty years business experience in such widely-removed Countries as England, Australia, China and Japan, the Pacific Coast of the United States and New York City he has not met with an organization as perfect in business detail as the Canadian Manufacturers Association.

We wish to say further that in the short time the writer has been directing the affairs of this Company (a little over one year) the various departments of your organization have not alone saved us a great deal of money but given us invaluable aid in recovering monies of a very substantial amount from the Canadian Customs and Canadian Railways.

We trust you will accept our sincere thanks for the aid given and permit us to express the hope that your organization will continue to thrive and wax great as it so richly deserves. We would further ask you to convey to the heads of your departments an expression of our sincere appreciation of their personal work.

Yours truly,
The Standard Paint Company of Canada Limited,
(Signed) CHAS. L. SHAINWALD,
General Manager.

C.L.S. L.D.

LEGAL DEPARTMENT

Only a few months ago the Association branched out in another field. A solicitor was retained to act as legal adviser to the Parliamentary Committee. For many years the Association's legislative work has been more or less hampered by the lack of adequate information about the laws of the various provinces and of the Dominion. With a lawyer on its staff the Association is now in a position to investigate from the legal side every measure introduced in the parliaments of the country. The effectiveness of its work will, as a result, be materially increased. While the legal expert has been retained primarily to advise the Parliamentary Committee, information along certain lines will be furnished to members, but litigation will not of course be entered into.

The Companies Acts of the different provinces, Assessment Legislation, Lien Laws, Conditional Sales Acts, Workmen's Compensation Acts, are but a few of the subjects in which the Legal Secretary is prepared to give advice and information. He is a specialist in legislation affecting manufacturers. You will profit by consulting him.

ACKNOWLEDGMENTS

Parkers' Dye Works,
Toronto, December 30, 1910

Mr. F. W. Wegenast,
Traders Bank Building,
Toronto.

Dear Sir

Thank you for your letter of the 29th I certainly was under the impression that we had to remake our agreement as soon as the people arrived in Canada. - - - - - - - I am very glad indeed that I had that talk with you and wrote my letters of the 27th ereby bringing the matter to my attention. Thank you very kin.

Yours truly,
(Sgd.) ROBERT PARKER.

The McLaughlin Carriage Co., Ltd.,
Oshawa, January 5, 1911.

Mr. F. W. Wegenast,
c o The Canadian Mfg. Association,
Toronto.

Dear Sir:

We have your favor enclosing the licence for British Columbia for which accept our thanks. We also have your statement, and enclose herewith Express order for $.....covering same, payable to you. Kindly receipt and return the account to us.

We beg to thank you for the attention you have given this matter from the start, and presume we are now in a good position to go on doing business in British Columbia.

Yours truly
(Sgd.) McLaughlin Carriage Company, Ltd.
per GEO HEZZELWOOD.

The Williams Shoe Co. Ltd.
Brampton, January 13, 1911.

Mr. F. W. Wegenast,
Legal Secretary Canadian Mfrs. Association,
Toronto.

Dear Sir:

We have your letter of the 11th inst. enclosing British Columbia license for which we thank you. We appreciate very highly the excellent work you have done in connection with this matter Our cheque for $..... is enclosed in payment of balance due.

Yours truly,
(Sgd.) The Williams Shoe Co., Ltd.
HORACE FOSTER,
Secy. Treas.

GENERAL LEGISLATIVE WORK

The Association, alone in Canada, maintains a service to watch legislation throughout the country. Every bill introduced in any legislature or at Ottawa is carefully checked over and if action is considered advisable to oppose or advance it in the interest of the members it is taken immediately and with the greatest possible effectiveness. A perusal of the newspapers when our legislative bodies are in session indicates the necessity of work of this kind. The Association is of course not always successful, but at the close of each year it can point to many results which have benefitted its members.

As examples of the measures which the Association has taken up with benefit to its members we might refer to the Eight Hour Day Bill and the Insurance Bill at Ottawa, the Workmen's Compensation Act in Quebec and Manitoba, the Assessment and Stationary Engineers Acts in Ontario, the British Columbia Companies Act and a host of others.

TARIFF

Adequate protection for Canadian industries has always been the policy of the Association. To-day the tariff question is more prominently before the public than at any time in the past decade. The Association is in the forefront fighting the battle for our industries which are just reaching the period of adolescence. In this, the most critical juncture in their lives, every manufacturer must realize how important it is to have a strong force struggling to retain the moderate protection which alone enables many of our factories to operate.

The Association stands for a tariff that will give the Canadian people steady employment at good wages. It is opposed to any trade arrangement with United States because Canadian industry should be independent and not subject to the changing business policy of an aggressive competitor. There never was a time in the history of manufacturing in Canada when her manufacturers needed to stand shoulder to shoulder in the struggle for existence as much as they do at the present time.

OTHER DIRECT SERVICES

Firms interested in export trade can always secure general commercial information, lists of prospective buyers, agents, etc., through the Association. Special reports are prepared on the market for Canadian commodities in any foreign country desired, and facilities are provided whereby members can obtain reliable credit reports on foreign customers at nominal cost. Quite a number of members have secured profitable foreign accounts through connections formed through the Association. A free translation bureau is also maintained for the benefit of members.

The Canadian Trade Index, a complete list of Canadian manufacturers, is published and supplied free to members. If you want the names and addresses of agents in British Columbia or Halifax or of manufacturers of any goods in any part of the world the Association can furnish them. Write it when in doubt.

The Association acts as a general commercial information bureau. No charge is made for any of these services.

GENERAL ORGANIZATION

The President, Vice President, Provincial Vice Presidents, Treasurer and one elected representative for each twenty-five members of the Association, the Past Presidents, the Chairmen of Branches, the Chairmen of Standing Committees and the Chairmen of Sections, making a total of nearly 200 of the brightest of Canada's business men, comprise the Executive Council, the governing body of the Association. This Council meets regularly every month and determines the action of the Association on the different matters presented by the officers and committees.

The valuable time of these business men is given to the Association without any remuneration. As far as possible members of the Council are chosen from representative industries and representative districts.

WHAT IT COSTS

The cost is a mere bagatelle.

Most of our members wonder how the work is carried on with such small fees. So will you when you read the scale

(a) for members employing under 50 employees, $10;

(b) for members employing 50 and less than 100 employees, $15;

(c) for members employing 100 and less than 500 employees, $25;

(d) for members employing 500 and less than 1,000 employees, $35;

(e) for members employing 1,000 or more employees, $50;

(f) for members having two or more representatives in the Association, any representative after the first, $10.

These fees are payable annually and date from the month in which the application for membership was accepted. They cover everything and there are no extra charges or special assessments to cover the ordinary work of the Association.

On the payment of these almost nominal fees you increase your office staff by thirty. There are to-day, including the Montreal office, eighteen on the permanent staff and twelve in the Insurance Department. The services of this staff are at your disposal all the time in connection with the work described in the foregoing pages.

COMMITTEES, BRANCHES AND SECTIONS

The general organization of the Association is supplemented by the organization of,

Standing Committes 9.

To divide the Association work along well defined lines, to secure the greatest consideration and achieve the best results,—Finance, Railway and Transportation, "Industrial Canada," Insurance, Technical Education, Parliamentary, Commercial Intelligence, Tariff, Reception and Membership.

Branches—8.

To advance and protect the Provincial or local interests of the members,—British Columbia, Hamilton, Manitoba, Montreal, Niagara District, Nova Scotia, Quebec City, Toronto.

Sections.

To deal with questions of interest to particular industries, — Stove, Woollen, Cotton, Threshing Machinery, Cloak, Wagon, Engine and Boiler, Gold and Silversmiths, Food Products, Piano and Organ, Carriage, Pulp and Paper, Furniture, Wine Growers, Biscuit and Confectionery, Glove and Mit, and Meat Products.

New Sections may be organized to meet the needs of any industry.

"INDUSTRIAL CANADA"

The official organ of the Association "Industrial Canada" is Canada's brightest trade journal. While it represents editorially the views of the Association and reports fully the Association work it also bristles with valuable articles on various phases of industrial activity. It averages 100 pages per issue and has a circulation of nearly 3,500. It goes free to members as one of the benefits of membership.

MADE-IN-CANADA

It was the Canadian Manufacturers Association that made the "Made in Canada" policy popular. A few years ago to stamp an article "Made in Canada" often did more harm than good. To-day manufacturers advertise it and purchasers demand it. It is the "buy" word of quality and fair value. Credit the effect it has had on your business to the Association.

TO MEMBERS

This little book is intended as a reminder of what the Association is doing and can do for you. It will also assist you to put clearly before your manufacturing friends the advant. ages of membership. The Association belongs to you. Its membership can be increased and its work and usefulness correspondingly extended only with your co-operation. We count on you for at least one new member. Are you going to disappoint us?

TO NON-MEMBERS

Most of you have heard from and of us before. That you have never given us your support is through no lack of merit on our part. If you have any doubts on this score a perusal of this little pamphlet will dispel them. The Association's work is necessary, it is national, it is practical. It means dollars in many ways to the business of its members. You are obtaining many benefits outside the fold at the expense of others. We will put you in the way of getting more if you join. Don't you really think it is time you did your share? We have a great many important matters to handle this year, more than usual. We never needed your help more. Don't hesitate any longer. Send in the enclosed application form to-day.